

LYNCHBURG TO THE FRONT.

DRY GOODS

QUINN-MARSHALL COMPANY,

Importers and Jobbers,

**DRY GOODS, DRESS GOODS, SILKS, NOTIONS,
WHITE GOODS, GENT'S FURNISHINGS, ETC.**

910-912-914-916 Commerce St.

Of the many large wholesale enterprises of which Lynchburg may justly be proud, none occupies a more conspicuous position than the above house. It was founded in 1891 as Stover, Marshall & Winfree and in 1898 was incorporated as Stover and Marshall Company, the present designation being adopted in 1900. During all of these years it has enjoyed a marked increase both in sales and scope of territory covered until today it occupies an enviable position in the front ranks and is one of the leading Dry Goods and Notion houses in the Southern States.

The concern occupies one of the largest and most admirably equipped buildings in the South, the structure affording a floorage space of 70,000 square feet, enabling them to carry a large and well assorted stock of goods, thus enabling them to execute all orders promptly. By means of their large and ample capital, they are enabled to take every advantage of the market and are in position at all times to offer exceptional inducements to the trade, which is evidenced by thousands of satisfied customers to whom is due their large increase in sales each year. While the business of the house has constantly grown since its inception, the increase in sales during the last few years has surpassed all previous records, their sales during 1903 being 33 1-3 per cent ahead of the corresponding period of 1902, which is unquestionably due to the inducements it has to offer and the energy and enterprise of those controlling its affairs. The Company has an office at 43 Leonard Street, New York, where they have a resident buyer in addition to their regular buyers who make periodical visits to the metropolis to secure the latest novelties. The trade of the house is in Virginia, West Virginia, Tennessee, Kentucky, North and South Carolina, Georgia, Alabama and Florida, and their corps of salesmen cover above territory regularly.

Special attention is given to mail orders, and most cordial invitation is extended to merchants visiting this market to call and examine our stock before buying elsewhere.

HATS AND CAPS

BEASLEY, COUCH & CO.,

WHOLESALE

Hats, Caps and Straw Goods.

718-720 Main Street, Lynchburg, Va.

Own the following well known registered brands:

**JACKSON, BRIGHTON,
HILL CITY, STERRETT.**

This firm started in the

Wholesale Hat and Cap

business three years ago in Lynchburg, Va. Both members of the firm had had six years experience with this line of goods as traveling salesmen, thereby giving them a thorough knowledge of the wants of the retail trade.

With this knowledge, and ample capital, this firm has worked its way up, and now ranks as one of the

Leading Hat Firms of the South.

They are in position to take care of their customers as they buy early from the largest factories.

They are represented on the road by ten salesmen, all experienced Hat men, in the following states:

Virginia, West Virginia, North and South Carolina, Georgia, Florida, Alabama, Louisiana and Tennessee.

QUINN-MARSHALL COMPANY,

Wholesale Dry Goods, Notions, Etc.,
LYNCHBURG, VA.

BEASLEY, COUCH & CO.,

Wholesale Hats and Caps,
LYNCHBURG, VA.